

Message Text

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PAGE 01 STATE 038419

63

ORIGIN EA-10

INFO OCT-01 ISO-00 EB-07 COME-00 /018 R

66651

DRAFTED BY: EA/PRCM: PGSMITH:EBS

APPROVED BY: EA/PRCM: TSBROOKS

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R 201941Z FEB 75

FM SECSTATE WASHDC

TO AMCONSUL HONG KONG

INFO USLO PEKING

LIMITED OFFICIAL USE STATE 038419

E.O. 11652: N/A

TAGS: ETRD, BTRA, BEXP, CH, US

SUBJECT: BUSINESS TRAVEL: C. JAY DUNTON, PACECO DIVISION
OF FRUEHAUF CORP.

1. EA/PRCM INFORMED THAT DUNTON, MANAGER OF LICENSEE SERVICES FOR PACECO, INTENDS TO VISIT HONG KONG ABOUT MARCH 6 OR 7 FOR 1-2 DAYS.

2. FIRM IS ONLY CURRENT U.S. MANUFACTURER OF DOCKSIDE CRANES FOR CONTAINER LOADING, AND IS ACTIVELY INTERESTED IN PRC AS MARKET, PREFERABLY FOR COMPLETE CRANE UNITS BUT ALTERNATIVELY FOR TECHNOLOGY AND DESIGN INFORMATION.

3. DUNTON ADVISES FIRM HAS BEEN SENDING LITERATURE TO CHINA RESOURCES IN HONG KONG, WITHOUT RESPONSE SO FAR. DEPTOFF SUGGESTED PACECO SHOULD MAKE PROPOSAL DIRECTLY TO MACHIMPEX, BUT THAT THERE MIGHT BE SOME UTILITY IN CALLING ON CRC OFFICIALS IN HONG KONG. DUNTON WAS TOLD WE WOULD INFORM CONGEN AND SEEK ANY COMMENTS ON TACTICS OF APPROACH THERE.

4. WE WOULD APPRECIATE ANY ADVICE WHICH CAN BE PASSED ON TO DUNTON; IN ANY CASE, WE SUGGESTED HE CONTACT CONGEN
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SOON AFTER ARRIVAL.

5. SENSITIVE COMMERCIAL INFORMATION.
KISSINGER

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NNN

Message Attributes

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Disposition Approved on Date:
Disposition Authority: johnsorg
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TAGS: BTRA, BEXP, CH, US, FRUEHAUF CORP, (DUNTON, C JAY)
To: HONG KONG
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